

**HAWAII TECHNOLOGY DEVELOPMENT VENTURE**  
**Request for Proposals**  
**DATE: January 9, 2012**  
**Administered by the:**  
**Pacific International Center for High Technology Research (PICHTR)**  
**1440 Kapiolani Boulevard, Suite 1225**  
**Honolulu, Hawaii 96814**

SOLICITATION: HTDV 12-02 (ONR)

POINT OF CONTACT: Harold S. Masumoto, HTDV Project Director, Phone: (808) 237-5160.

INITIAL ABSTRACT DUE: Monday, March 5, 2012, Noon HST

The Hawaii Technology Development Venture (HTDV), a project of the Pacific International Center for High Technology Research (PICHTR), is soliciting proposals for applied research, advanced technology development, and transition and commercialization of technologies of interest. Innovative concepts and new approaches are being sought from Hawaii-based small business firms to meet current and future Department of Navy (DoN) and Department of Defense (DoD) requirements as well as those products demonstrating dual-use capabilities. HTDV will execute the program outlined in this announcement contingent upon funding amount and availability.

This solicitation directly supports the Office of Naval Research's *Asia Pacific Technology and Education Program (APTEP)*. The primary goal of APTEP is to promote commerce and partnerships in the Asia-Pacific region through advancements in research, technology development and education. This includes continuing development of world-leading U.S. research capabilities; a U.S. economic base providing technologies to meet Asia-Pacific needs; and a U.S. workforce educated to develop and implement appropriate technologies. In addition, APTEP promotes partnerships with Asia-Pacific nations for the open exchange of technology advancements and joint educational opportunities. Due to global energy demands and, in particular, increasing demands for energy in developed and developing Asia-Pacific nations, the theme of APTEP is "alternative energy for sustainability" with the following objectives and approaches:

- Promote sustainability in the region through alternative energy research, technology development and education.
- Research, develop and evaluate U.S. alternative energy technologies applicable to Asia-Pacific regions.
- Provide a U.S. clean technology (cleantech) workforce by linking energy education, energy research and cleantech companies.
- Partner with Asia-Pacific nations to promote and share alternative energy scientific and technological advancements for sustainability.
- Establish partnerships with Asia-Pacific nations through economic, research and educational opportunities."

Subject areas of interest include:

- Evaluation of pre-commercial and nascent commercial alternative energy technologies at relevant test sites. Projects will collect performance and reliability data to mitigate risk for defense and dual-use commercial applications.
- Applied research and technology development to mature innovative alternative energy technologies for eventual follow-on evaluation at relevant test sites. Project will focus on promoting academic and small business participation.
- Support technology evaluations during PACOM international training and readiness exercises to include, but not limited to, Crimson Viper, Balikatan, and Exercise Valiant Mark, with field exercises coordinated through the MARFORPAC Experimentation Center.

HTDV is particularly interested in projects commercializing DoN, DoD, or internally developed technologies with significant commercialization and/or DoD transition and Hawaii economic development potential.

Contract awards shall be based on proposal merit including, but not limited to, return on investment, and funding availability. Proposed work should be structured with a base period of performance of up to 12 months. Options to extend the period of performance may be included in proposal plans but is not guaranteed.

HTDV anticipates that initial contractor selections will be made during March 2012 from submissions physically received by PICHTR in Honolulu, Hawaii by 12 PM Noon, Hawaii Standard Time, March 5, 2012. However, proposal abstracts received after initial deadline and before 12 PM Noon, Hawaii Standard Time, March 23, 2012 will be considered for award if funding is available.

HTDV will use a two-step submission process to formulate a Core Program from projects submitted under this announcement. The first step requires submission of a Proposal Abstract. HTDV will evaluate all abstracts against the evaluation criteria herein without regard to other abstracts submitted. For the second step, HTDV will request full technical and cost proposals, including required application forms, from selected offerors for proposed efforts deemed as best qualified for potential negotiation under this announcement. HTDV will specify the format for full proposals in the invitation to submit more detailed project information. No selection for negotiation or subsequent funding will be made under this announcement without full technical and cost proposals.

## **PROPOSAL PROCESS**

To be considered, offerors shall submit an unclassified abstract of the proposed effort to HTDV in Honolulu, Hawaii, by 12 PM Noon, Hawaii Standard Time, March 5, 2012. Note that the submission must be in the physical possession of HTDV prior to the posted deadline. No exceptions will be considered. The abstract should provide an overview of the project and associated costs. Additional details may be included as attachments or appendices and will not count against the page limit. To be eligible for consideration, the offeror must be a commercial, for-profit enterprise.

Abstracts should be submitted electronically through the e-mail to [htdv@pichtr.org](mailto:htdv@pichtr.org) according to other procedures outlined in this document. The submissions shall be prepared in either PDF or Microsoft Word for IBM-compatible formats and each project should have a separate submission.

Abstracts submitted by any means other than what is specified will be disregarded. Abstracts shall be prepared in the following format: 8.5 x 11 inch plain paper, single or double spaced, in at least twelve-point typeface, with margins not less than one inch, and pages numbered. HTDV will attempt to respond no later than May 31, 2012, to companies whose project abstracts are physically received on or before 12 PM Noon, Hawaii Standard Time, March 5, 2012. Abstracts deemed non-complaint by HTDV shall be disqualified from consideration.

The abstract shall consist of a cover page and up to four (4) additional pages of project information, including figures and tables. Abstracts exceeding five (5) pages will be rejected. Additional details may be included as attachments or appendices and will not count against the page limit. However, there is no guarantee that technical reviewers will be able to read and digest all of the materials contained in attachments or appendices.

The Cover Page shall include the following: title of the proposed effort; intended product or result; name, company affiliation, phone number, fax number, and electronic and postal mailing addresses of the Principal Investigator and Administrative Point of Contact; proposed period of performance; funding required to produce the proposed products; names and affiliations of sub-contractors and co-investigators; and special requirements or considerations. The balance of the Abstract should clearly describe the project's Problem, Product, Process, Importance and Price.

The Abstract shall include the following sections, each clearly labeled:

- A. Problem. Stating the technical problem and Hawaii/Department of Navy (DoN)/Department of Defense (DoD) technical need addressed, the HTDV Focus Area, describing the technical rationale for the proposed effort, and summarizing the technical objectives of the work.
- B. Products. Describing the work's expected results and discussing the anticipated application of the result, and patents or other intellectual property that may result from the work.

- C. Process. Describing the technical approach and methods to be used, including work schedules, task assignments, and major project milestones. This section should summarize special capabilities of the work team, and special techniques or facilities to be used for the proposed work. The prime offeror must perform the substantial portion of work.
  - a. If a subcontractor, or subcontractor facilities are to be included in the project, include an approved draft of the subcontract agreement and/or approval for use of subcontractor facilities, as appropriate. Such agreements are not subject to the page limitation for the submission.
- D. Importance. Stating specific technical advances and innovation that will be demonstrated by the work, describing the work's anticipated benefits to military and/or dual-use commercial technology and discussing the advances to state-of-the-art expected and their relevance to HTDV program objectives. Provide a quantitative assessment of the return on investment that will result from the strategic investment of HTDV.
- E. Price. Consisting of an estimate for a not-to-exceed level of effort project, including the principal cost elements, direct material costs, direct labor costs, other direct costs, and indirect costs.

The Abstract may also contain any other information deemed germane to the proposed effort, such as descriptions of leveraged assets, co-funding arrangements, consultant commitments, or technical references. A discussion concerning intellectual property and patents is important to supporting the effort, especially if such intellectual property is to be secured from other sources.

## **EVALUATION CRITERIA**

The following criteria apply to both Abstracts and full proposals requested under this announcement. HTDV will select for award those projects offering the best value and, except for the first criterion (Item A), will give equal weight to each of the following criteria. Item A will receive twice the weight of any other criterion in the evaluation.

- A. Quality. Technical quality of the proposed effort and its potential for success by advancing the technical state-of-the-art and military technical competence; relevance to Hawaii/DoN/DoD technical needs; potential importance to intended recipients of the developed product(s); and the transition and commercialization potential of the developed product(s).
- B. Approach and Capabilities. Realism of the proposed technical approach and methods and their potential for attaining stated objectives and milestones on schedule using the techniques and resources described; corporate and individual qualifications for the work; adequacy of equipment, materials and facilities proposed; and quality of technical management and plans.

The prime offeror must perform the substantial portion of technical work for the project. Abstracts and/or Proposals submitted on behalf of a subcontractor, whereby the subcontractor performs the substantial portion of technical work, will not be accepted.

HTDV reserves the right to disqualify companies that do not demonstrate core business, project management, and financial capabilities, and to require that key managers or principals have completed government contracting and/or project management training. Copies of certificates and/or other validation/confirmation of the completion of such training shall be included in evaluation materials provided to HTDV.

- C. Anticipated Benefits. Potential to advance military and/or commercial capabilities at reasonable cost and in a timely manner, potential for sustained, significant benefit to the DoN, DoD and the state of Hawaii; potential for generating intellectual property or follow-on support from sources other than HTDV; and potential for transition and/or commercialization of product(s). The return on investment for the strategic investment of HTDV from the project work will be strongly considered in this section.
- D. Costs and Budget. Cost realism and value of anticipated results for funding requested and schedule presented; leveraged, cost-saving, or value added aspects to the proposed effort. Cost is considered a substantial evaluation criterion but is secondary to technical excellence.

Furthermore, each technically qualified project will be scrutinized for military operational significance and near-term application. Letters indicating interest from government acquisition agents will be strongly considered if such interest can be independently verified.

### **OTHER REQUIREMENTS**

HTDV plans to make up to \$4.0 million available to fund proposals in response to this announcement. Specific funding depends on funding availability and out-year funding has not been defined. Multiple, cost-reimbursable (fixed ceiling) contract awards are anticipated as a result of this announcement, contingent upon funding. HTDV encourages submission of proposals involving multiple entities ("teaming") to leverage capabilities, develop technology in Hawaii, and address priority Department of Defense technology needs. Non-commercial, not-for-profit and/or government entities may be part of project teams but the team must be headed by a commercial enterprise. Awards are not expected to exceed \$300,000, however exceptions may be made depending on a number of factors including, but not limited to, near commercial/transition product development, cost sharing and other leveraging factors. No profit, fee or facilities cost of capital shall be allowed. All lower tier subcontracts shall be executed on a cost-reimbursable, no fee or profit basis. No fixed price subcontracts and lower tier subcontracts shall be executed.

Contract awards will be based on proposal merit and funding availability. HTDV will require that successful offerors deliver at least one technical presentation in Hawaii as part of the project, and provide updated project information document in the ONR required format (ONR Fact Sheet). Successful offerors will be required to participate in government contracting and accounting, project management and other training organized by HTDV unless offerors can demonstrate that responsible staff persons have previously completed such training.

This solicitation will remain open for ninety (90) days from the date of this announcement. However, to be considered in the initial award period, a properly formatted abstract must be physically received by HTDV in Honolulu, Hawaii by 12 PM Noon, Hawaii Standard Time, March 5, 2012.

Offerors responding to this announcement are wholly responsible for timely submissions. It is HTDV policy to treat all submissions as competitive information and to disclose the contents only for the purposes of evaluation.

HTDV may use selected contractors as special resources to evaluate abstracts and proposals. These contractors are restricted by contract from disclosing proposal information or using it for purposes other than the technical assessments for HTDV.

By submitting an abstract to HTDV, an offeror agrees that the project's technical, and business and management information may be disclosed to selected contractors and evaluators for the limited purpose stated above or unless otherwise required by law. Any information submitted to HTDV that an offeror intends to exclude from such limited release must be clearly marked proprietary and submitted apart from other proposal material.

All abstracts submitted under this announcement must be unclassified. If offerors propose to undertake classified work or require access to classified information, they must be able to certify that they have a proper facility clearance, and key personnel must be certified as holding an appropriate clearance. Abstracts must clearly state that the proposed work will be classified.

An invitation from HTDV to submit a full proposal does not assure subsequent award. The decision to submit or not submit a full proposal is the responsibility of the offeror submitting the abstract.

Successful offerors will be required to execute a cost reimbursable sub-agreement with the Pacific International Center for High Technology Research (PICHTR) and contract payments shall be contingent upon the receipt of federal funds. Additional contracting and/or certification requirements established by the federal government or PICHTR shall be completed and submitted to PICHTR by successful offerors prior to the execution of a sub-agreement.

### **ADDITIONAL INFORMATION**

Information about HTDV is available through the website at [www.hitdv.com](http://www.hitdv.com).

Contact Point. Questions relating to this announcement are to be directed to Harold S. Masumoto, Project Director, or Keith T. Matsumoto, Technical Director, HTDV Project Office, 2800 Woodlawn Drive, Suite 192, Honolulu, Hawaii 96822, phone (808) 237-5160.

All responsive sources may submit a proposal abstract, which shall be considered by HTDV. HTDV reserves the right to select for award all, some, or none of the proposals received in response to this announcement. The program described in this announcement is contingent upon funding availability.